

11/8/90 MAPRE

(1)

LITTON COMPUTER SERVICES - MAMAP PRES.

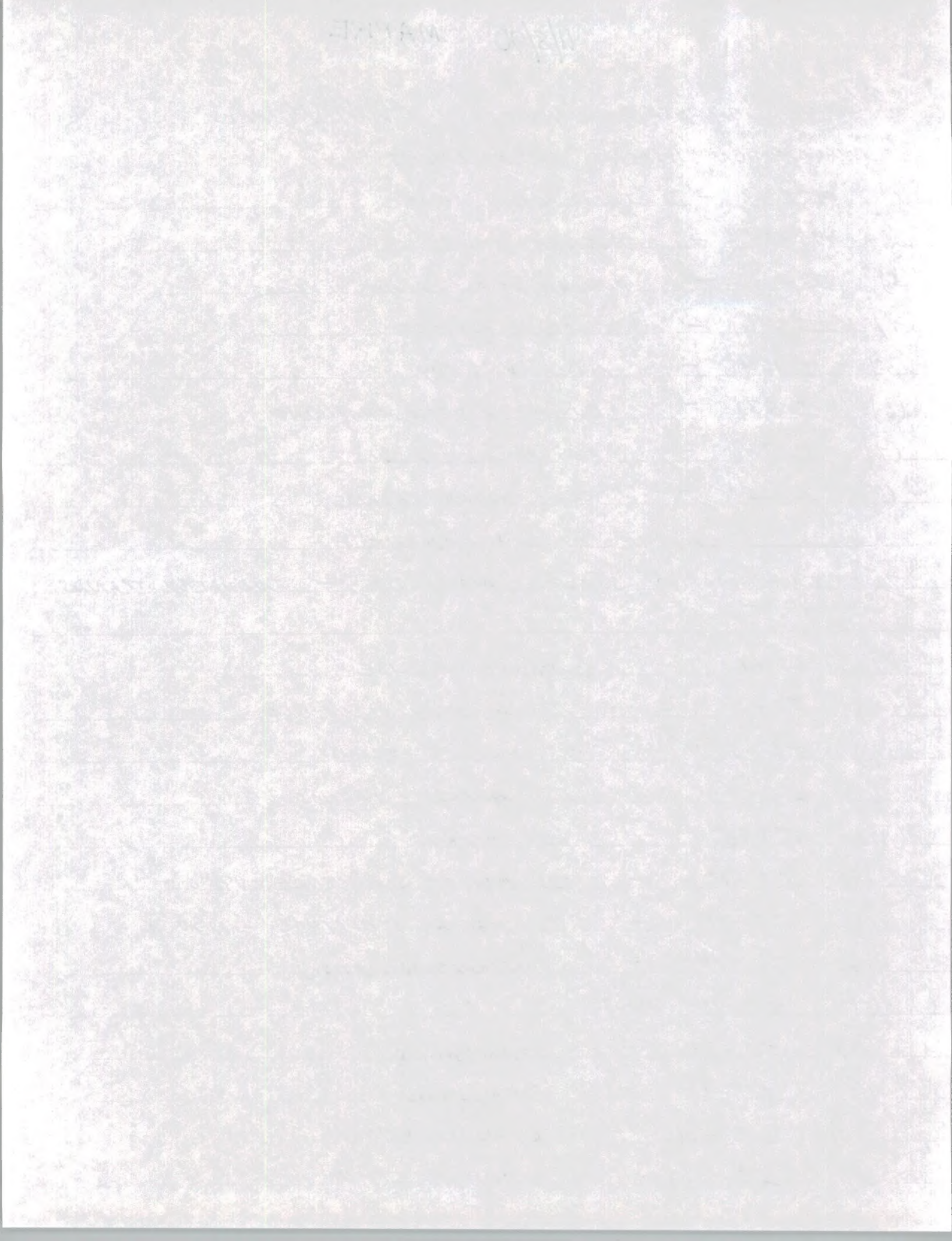
I INFORMATION SYSTEMS ENVIRONMENT

- (1) MS1' - INTRODUCTION SLIDE
- (2) MS13' - AGENDA SLIDE
- (3) I2' - FUNDAMENTAL DRIVING FORCES
- (4) I4' - BLOCKING FACTORS
- (5) I11' - MAKE VS. BUY
- (6) I23' - BUYING PROCESS CHANGING
- (7) I34' - KEY FUTURE TRENDS
- (8) I35' - KEY FUTURE TRENDS

END OF IS DEVELOPMENTS

II INFORMATION SERVICES MARKETS - INDUSTRY TRENDS

- (9) IS-1' - INTRODUCTION SLIDE
- (10) IS-2' - IS INDUSTRY STRUCTURE
- (11) IS-3' ^{2 slices} _{30' 30'} - IS MARKET - TRENDS
- (12) IS-4' - IS MARKET - TRENDS
- (13) IS-6' - KEY TRENDS
- (14) IS-10' - IS MARKET STRUCTURE - 1980's
- (15) IS-11' - IS MARKET STRUCTURE - 1990's
- (16) IS-14' - INTERNATIONALIZATION
- (17) IS-15' ^{2 slices} _{15a' + 5b'} - "
- (18) IS-17' - STANDARDS
- (19) IS-18' - STANDARDS
- (20) IS-26' - CONSOLIDATION
- (21) IS-35' - SUMMING IT UP



II - INFORMATION INDUSTRIAL MARKETS - MARKET FORECASTS

(22) MF-1' - INTRODUCTION SLIDE

(23) MF-2' - SCOPE

(24) MF-3' - US IS MARKET 1989-1994

(25) MF-4' - DELIVERY MODE 1

(26) MF-5' - DELIVERY MODE 2

(27) VM-1' - VERTICAL MARKETS (INTRODUCTION)

(28) VM-2' - LARGEST

(29) VM-3' - LARGEST

(30) VM-4' - FAST GROWING

(31) SP-1' - INTRODUCTORY SLIDE

(32) SP-14' - TRENDS

(33) SP-15' - TRENDS

(34) SP-23' - DRIVING FORCES

(35) SP-24' - " "

(36) SP-25' - INHIBITING FORCES

(37) SP-19' - MARKETS

(38) SP-20' - PLATFORMS

PF-1' - INTRODUCTION

(39) PF-2' - DRIVING FORCES

(40) PF-3' - "

(41) PF-4' - "

(42) PF-5' - INHIBITORS

(43) PF-6' - "

- (44) PF-11' - TOTAL MARKET
- (45) PF-12' - MARKET BY SUBMODE
- (46) PF-14' - PS BY APPLICATION AREA
- (47) PF-15' - "
- (48) PF-19' - OPPORTUNITIES & RECOMMENDATIONS
SYSTEMS INTEGRATION
- (49) SI-1' - INTRODUCTORY SLIDE
- (50) SI-2' - DEFINITION
- (51) SI-3' - SI GLOBALIZATION
- (52) SI-6' - VENDOR ISSUES
- (53) SI-7' - VENDOR ISSUES
- (54) SI-8' - MARKET - 1989-1994
- (55) SI-9' - MARKET / SECTOR
- (56) SI-11' - MARKET - VERTICAL
- (57) SI-12' - MARKET VERTICAL
- (58) SI-13' - MARKET - CROSS INDUSTRY
- (59) SI-16' - PROFITABILITY
- (60) SI-17' - PERVAID COMPETITION (COMM)
- (61) SI-18' - " (FEDERAL)
- (62) SI-~~28~~ 28 - FUTURE TRENDS
- (63) SI-~~29~~ 29 - "
- (62) SI-62' - MARKET SHARE - COMM.
- (63) SI-~~63~~ 64' - " " - FEDERAL
- (64) SI-45' - FACTORS COMMERCIAL / POSITIVE
- (65) SI-46' - FACTORS COMMERCIAL / NEG.
- (66) SI-47' - " FEDERAL - POSITIVE
- (67) SI-48' - " " NEGATIVE

SO

(68)	SO-V	INTRODUCTORY SLIDE
(69)	SO-10	DRIVING FORCES
(70)	SO-11	DRIVING FORCES
(71)	SO-12	TOTAL MARKET
(72)	SO-13	MARKET BY DELIVERY MODE
(73)	SO-15	TRENDS SO-PROCESSING SVCS
(74)	SO-18	SO-PROFESSIONAL SVCS.
(75)	SO-19	SO-BY SECTOR
(76)	SO-20	FEDERAL SPLIT OUT
(77)	SO-21	VERTICAL SPLIT OUT
Carroll (78)	SO-22	" "
#2 (79)	SO-23	GROWTH PERSPECTIVES
(80)	SO-24	MARGIN PERSPECTIVES
(81)	SO-25	MARKET SHARE
(82)	SO-26	VENDOR STRATEGIES
(83)	SO-27	VENDOR STRATEGIES
(84)	SO-70	CONCLUSIONS
(85)	SO-70	CONCLUSIONS

only 1
copy of
SO-70

(86)	CT-1	INTRODUCTION
(87)	CT-4	ANDERSEN
(88)	CT-5	CA
(89)	CT-6	CA
(90)	CT-11	DIGITAL
(91)	CT-12	EDS

(92)	CT-13 .	EDS
(93)	CT-14 .	EDS
(94)	CT-24 .	ORACLE
(95)	CT-31 .	SUMMING IT UP
(96)	SC-4	ENTIREMENT 2000
(97)	SC-1	
(96)	SC-1a .	INTRODUCTION
(97)	SC-4 .	ENVIRONMENT 2000
(98)	SC-5 .	II
(99)	SC-13 .	CONCLUSIONS
(100)	SC-11 .	OPPORTUNITY

Entire section of Processing Services in sleeve

KEYWORD

- 1) MS-1 · IS - INDUSTRY DIRECTIONS
- 2) MS-6 · INPUT
- 3) MS-7 · INPUT
- 4) MS-8 · RESEARCH METHODOLOGY
- 5) MS-9 · "
- 6) MS-10 · "
- 7) MS-13 · INTRODUCTION - CONCLUSIONS
- ~~8) I-6 · ~~MAJOR ISSUES~~ IS - MAJOR~~
- 8) I-1 · INFO SYSTEMS
- 9) I-6 · IS - MAJOR ISSUES
- 10) I-7 0 IS - DRIVING FORCES
- 11) I-20 · COMPLEXITY
- 12) I-23 · BUYING PROCESS
- 13) I-25 · RANKING - KEY
- 14) I-26 · RANKING - NEW
- 15) I-27 · TECHNOLOGY TRENDS
- 16) I-28 · WITHOUT CHANGE
- 17) OU-6 ② · OUTSOURCING
- 18) OU-7 · IS OUTSOURCING
- 19) OU-9 · US IS OUTSOURCING METS
- 20) OU-12 · FOCUS
- 21) SI-1 · SI
- 22) SI-2 · SI DEFINITION
- 23) SI-6 · MAJOR SI VENDOR ISSUES
- 24) SI-7 · "

8-10 mmi

INTRO

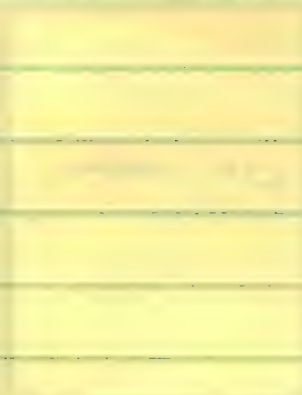
Checked out to PAC
I-7

SO-I

SO-73

SO-77

SI



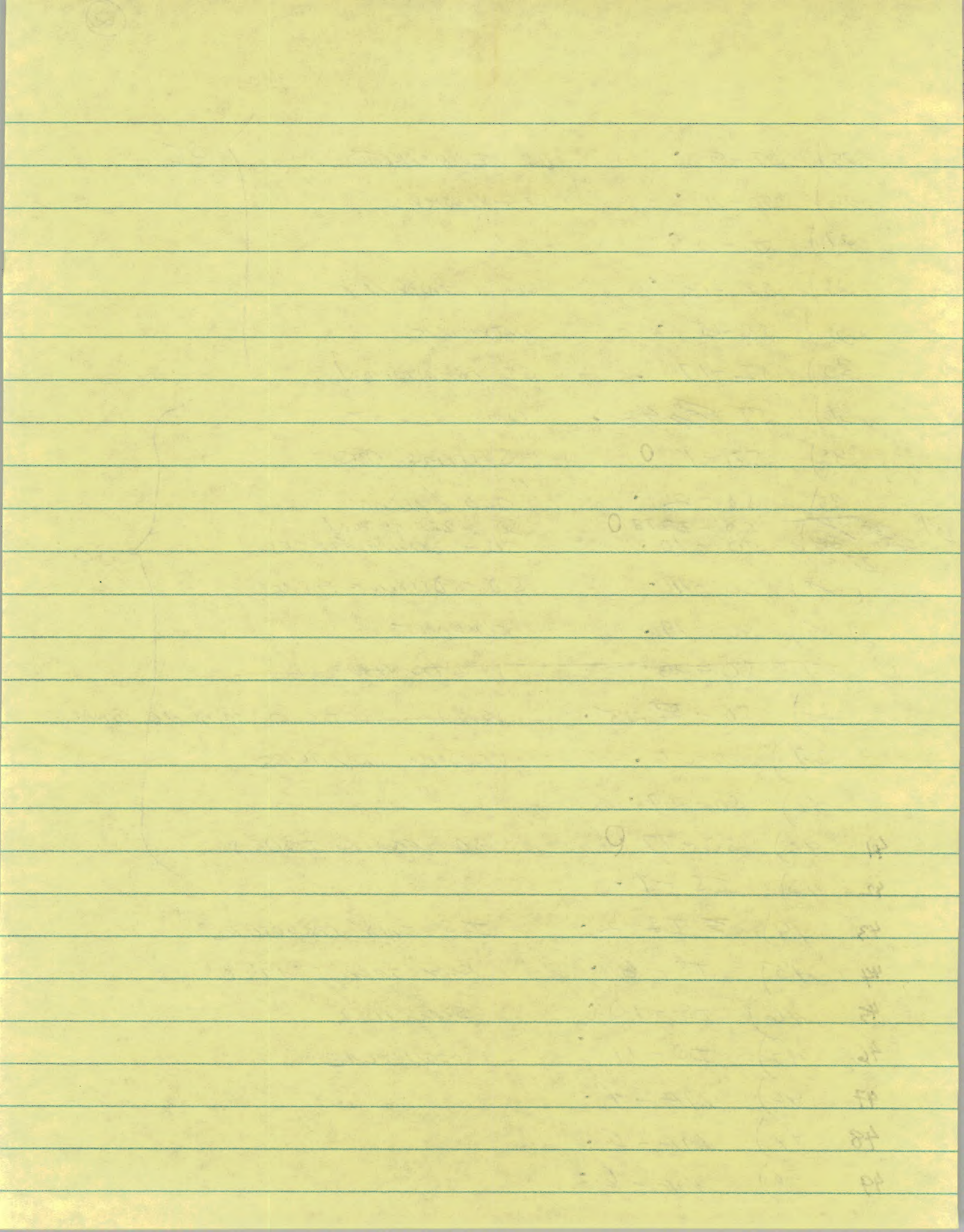
- 25) SI-9 . US SI MARKET
- 26) SI-11 . SI - VERTICAL
- 27) SI-12 . "
- 28) SI-13 . CRUSI INDUSTRY
- 29) SI-15 . NETWORK
- 30) SI-17 . SI COMPETITION

} SI

- 31) SI ~~42~~ 42 . COMPONENTS
- 32) SO-1 0 SYSTEMS OPS.
- 33) SO-2 . "OLD / NEW"
- 34 ~~33~~ ~~34~~ 34) SO-~~23~~ 30 SO - DEFINITION
- 35 ~~34~~ 34) SO-10 . SO - DRIVING FORCES
- 36 ~~35~~ 35) SO-11 . SO - DRIVING FORCES
- 37 ~~36~~ 36) SO-19 . FORECAST
- ~~37) SO-26 VENDOR STRATEGIES~~
- 38) SO-~~25~~ 25 . ~~VENDOR STRATEGIES~~ LEADING VENDORS
- 39) SO-26 . VENDOR STRATEGIES
- 40) SO-27 . "
- 41 42) SO-77 0 SO VENDOR ISSUES

} SO

- 42 43) IS-1 .
- 43 44) ~~IS~~ IS-2 . IS IND STRUCTURE
- 44 45) IS-6 . KEY TRENDS 1990S
- 45 46) IS-10 . STRUCTURE
- 46 47) IS-11 . STRUCTURE
- 47 48) MF-4 .
- 48 49) MF-5 .
- 49 50) MF-6 .



50	51)	MF-7.		
51	52)	SP-35.	APPS SOFTWARE PRODUCT	
52	53)	PF-1.	PROFESSIONAL SVCS.	
53	54)	PF-7a)	TRENDS	
54	55)	PF-7b)		
55	56)	PF-8.		
56	57)	PF-12.		
57	58)	PF-13.		
58	59)	PF-20.		

PROFESSIONAL
SVCS

59	60	CT-1.		
60	61	CT-2.		
61	62	CT-4.	ANDREW	
62	63	CT-14.	EDS	
63	64	CT-24.	ORACLE	
64	65	CT-11.		
65	66	SC-16.	CONCLUSIONS	
66	67	SC-4.		
67	68	SC-5.		
68	69	SC-7.		
69	70	SC-13.		
70	71	SC-11.		

CONCLUSIONS

